

Message Text

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PAGE 01 HONG K 15499 160543Z
ACTION EA-12

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 TRSE-00 OMB-01
AGRE-00 STR-05 CIAE-00 DODE-00 PM-05 H-01 INR-07
L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15
USIA-06 /085 W
-----067601 161545Z /43

R 160438Z DEC 77
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 8218
INFO AMEMBASSY BANGKOK
/AMEMBASSY CANBERRA 1361
AMEMBASSY JAKARTA
AMEMBASSY MANILA
AMEMBASSY PARIS
AMEMBASSY SINGAPORE
AMEMBASSY SEOUL
AMEMBASSY TAIPEI
AMEMBASSY TOKYO

C O N F I D E N T I A L HONG KONG 15499

EO 11652: GDS
TAGS: BEXP, ETRD, US, VM
SUBJECT: APCAC TO DISCUSS VIETNAM TRADE AT CHIEFS OF
MISSION CONFERENCE

REF: STATE 290268 (NOTAL)

BEGIN UNCLASSIFIED:

1. AMERICAN CHAMBER OF COMMERCE (AMCHAM) HONG KONG RECEIVED
FOLLOWING LETTER FROM THE ASIA-PACIFIC COUNCIL OF AMERICAN
CHAMBERS OF COMMERCE (APCAC), MANILA CONCERNING TRADE WITH
VIETNAM: BEGIN TEXT

THE QUESTION OF TRADING WITH VIETNAM IS BECOMING AN
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IMPORTANT ISSUE IN ASEAN DISCUSSIONS (WHERE THERE IS A
POSITIVE ORIENTATION) AND IN THE ADB WHERE THE U.S. DIRECTOR HAS
BEEN ORDERED TO VOTE AGAINST ANY ADB-SUPPORTED PROJECTS FOR
VIETNAM.

THIS IS AN ISSUE STILL CHARGED WITH RESIDUAL EMOTION
FROM THE VIETNAM WAR AND IT IS PRINCIPALLY CONGRESS THAT

PREVENTS A MORE CONSTRUCTIVE APPROACH TO A REVISED U.S.-VIETNAM RELATIONSHIP.

WORKING WITH ASEAN AND DIRECTLY WITH CONGRESSMEN WHO ARE MOST CONCERNED WITH THE ISSUE WE MAY BE ABLE TO BRING ABOUT SOME FORWARD MOTION; BUT THIS CAN ONLY BE DONE BY DEVELOPING A FEW SPECIAL CASES OR SITUATIONS WHICH WOULD BE "SALEABLE" TO SUCH CONGRESSMEN AREASS(SIC) IN WHICH THE U.S. MIGHT REDUCE ITS CURRENT RIGID POSTURE.

HONG KONG HAS FOR SOMETIME BEEN WORKING ON THIS PROGRAM AND I WOULD, THEREFORE, SUGGEST THAT EACH AMCHAM PROVIDE HONG KONG WITH SUGGESTIONS THEY MIGHT HAVE DEVELOPED OR WORKING PAPERS WHICH CAN BE UTILIZED AT THE CHIEFS OF MISSION MEETING IN JANUARY AND FOR OUR SUBSEQUENT SESSIONS IN ASIA OR WASHINGTON.

IT SEEMS TO ME THAT WE MUST DEVELOP A POSITION ON VIETNAM NO MATTER HOW CONSERVATIVE IT MIGHT BE AND I WOULD APPRCIATE THE OTHER AMCHAMS' EARLY COMMENTS WITH COPIES TO HONG KONG WHICH HAS ACTION RESPONSIBILITY FOR THIS ISSUE. END TEXT

2. APCAC HAS SENT COPIES OF ABOVE TEXT TO AMCHAMS OF INFOR EA POSTS. END UNCLASSIFIED.

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3. BEGIN CONFIDENTIAL: CONGEN HAS DRAWN ON DEPARTMENT'S GUIDANCE CONTAINED IN REFTTEL IN ADVISING KEY LOCAL BUSINESSMEN INVOLVED IN AMCHAM FORMULATION OF "WORKING PAPER" ON TRADE WITH VIETNAM THAT STRONG EXPRESSION OF INTEREST IN SRV TRADE MAY ENCOURAGE VIETNAMESE TO BELIEVE THAT PRESSURE FROM INDIVIIDUAL U.S. BUSINESS CONCERNS MIGHT BE INSTRUMENTAL IN SEPARATING TRADE FROM LARGER ISSUE OF NORMALIZATION AND FORCE U.S. TO LIFT EMBARGO UNILATERALLY. ACCORDINGLY NET EFFECT OF SUCH EXPRESSION OF LOCAL INTEREST COULD DELAY NORMALIZATION, INCLUDING TRADE RELATIONS. WHILE THESE POINTS ARE UNDERSTOOD BY MANY AMCHAM MEMBERS HERE, SOME NEVERTHELESS WILL WISH TO PRESS THE TRADE ISSUE AT THE COM AND IF AMCHAM HONG KONG DOES NOT, OTHER APCAC MEMBERS PROBABLY WILL.
SHOESMITH

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Message Attributes

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Sent Date: 16-Dec-1977 12:00:00 am
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Disposition Approved on Date:
Disposition Case Number: n/a
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